

# Best Practices in Export Regulations Management Systems

## Program Description

This event will unravel the mysteries of U.S. Export Regulations and will introduce “best practices” in the development or improvement of a company’s regulatory management system. Effective regulations management ensures compliance and avoids costly penalties.

Our lead speaker is Michael G. Deal, Attorney and Counselor at Law from Franklin, Tennessee. Mr. Deal will provide comprehensive strategies to implement an export compliance program. Also invited are officials from U.S. Customs & Border Protection, U.S. Census Bureau/Foreign Trade Division, and the U.S. Office of Export Enforcement.

**Wednesday, February 4th, 8:30-4:00**  
**University of Memphis**  
**Fogelman Executive Center Room 219**  
**330 Innovation Drive (formerly Deloach)**

## **Attend this event and discover:**

- Terms Used in the Foreign Trade Community (including CIF, FOB, CFR)
- Federal Agency Jurisdiction (for Securing Export Licenses)
- Updates on the Shippers Export Declaration and AES
- Precisely Define the Schedule B and the Harmonized Tariff System (HTS) Codes
- Best Practices for Screening End-Users (ensuring due diligence)
- The Commerce Control List: Export Commodity Control Numbers (ECCN), including:
  - The Mis-Used and Abused EAR99/NLR (No License Required)
  - Ten Easy Steps to Identify if you Need an Export License
- Recordkeeping Best Practices for Certificates of Origin, Export Licenses, import duties, and taxes

**Always remember:**

**“You may be 100% compliant but, if you cannot prove it, you are asking for trouble.”**



**Presented Jointly by Partners**

In collaboration with:

Memphis Regional Chamber of Commerce &  
Tennessee Small Business Development Center/ International Trade Center



**The Wang Center for International Business and the  
U.S. Commercial Service/Memphis Export Assistance Center**

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Tennessee Small Business Development Center/International Trade Center

**Present:**

**Wednesday, February 4th**

**Best Practices in**

**Export Regulations Management Systems**

**Featuring Lead Speaker:**

**Michael G. Deal, Attorney and Counselor at Law**

**Cost: \$125**

**University of Memphis  
Fogelman Executive Center**

**Room 219**

**330 Innovation Drive (formerly DeLoach), Memphis, TN**

**Registration deadline: Friday, January 30th, 2004**

**Registration Limit: The first 90 paid participants**  
**(No Cancellations after Jan. 30th.- Substitutions Allowed)**

Name (s) and Title (s) \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

**Register by fax, phone, or Email**

**(901) 678-2038 phone**

**(901) 678-3678 or 678-5704 fax**

**jmorris2@memphis.edu**

**Payments by check may be sent to:**

**Wang Center, University of Memphis  
220 Fogelman Executive Center  
Memphis, TN 38152**

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